
Missouri Delta Epsilon Chi Competitive Events

The *Delta Epsilon Chi Guide* provides a detailed description of the competitive events. If your chapter has not yet received the *Guide*, please contact the State Office. Missouri offers an abbreviated schedule of competitive events at the State Career Development Conference. This procedure is in place in order to offer member sufficient competition in each category.

Business Simulation

Apparel & Accessories
Restaurant & Food Services
Retail Management
Hospitality
Financial Services



Note: *Business Simulations include a 100-item marketing management comprehensive exam and one expanded role-play as part of the evaluation process.*

ΔEX members may elect to compete at the state level in *one event* from **Group A** and *one event* from **Group B** OR *two events* from **Group A**. A member may also compete in Member of the Year and Chapter of the Year (state events only) at the State CDC in addition to the Group A and B events. However, an individual may only compete in one event at the International CDC.

Group A – Individual Events	Group B – Team Events
<p>Business Simulations Individual events</p> <p>AAML Apparel & Accessories RFSM Restaurant & Food Services RMML Retail Management HMM Hospitality FSMM Financial Services</p> <p>Prepared Business Presentations</p> <p>SRP Sales Representative</p> <p>Case Studies without Exam</p> <p>MDHR Human Resource Management Decision Making MM Marketing Management ECOM E-commerce Decision Making</p>	<p>Case Studies without Exam – Teams of 2</p> <p>BETH Business Ethics BLAW Business Law BBM Business-to-Business Marketing SEM Sports & Entertainment Marketing</p> <p>Prepared Business Presentations – One to 3 Participants</p> <p>ENP Entrepreneurship ADC Advertising Campaign</p> <p>State Events</p> <p>MOY Member of the Year COY Chapter of the Year</p>

Case Studies

Human Resource Management Decision Making – *Individual Participant*

Marketing Management – *Individual Participant*

E-commerce Decision Making – *Individual Participant*

Business Ethics - *Team of two Participants*

Business Law – *Team of two Participants*

Business-to-Business Marketing – *Team of two Participants*

Sports & Entertainment Marketing – *Team of two Participants*

Note: Case Studies include one presentation activity in the evaluation process.

Prepared Business Presentations

Sales Representative – *Individual Participants*

Entrepreneurship – *One to three participants*

Advertising Campaign – *One to three participants*

Note: Advertising Campaign and Entrepreneurship have written components that must be turned in at registration prior to the Opening Session of the State Career Development Conference.

Special Projects (at the International Career Development Conference)

Culinary Management Institute

National Management Institute (Partnering with Dallas Maverick's)

Entrepreneurship Academy

Visit www.delta-hq.org for directions.

State Events

Chapter of the Year

Member of the Year

Advisor of the Year